



TEXAS GENERAL LAND OFFICE
GEORGE P. BUSH, COMMISSIONER

FY16 Annual HUB Report Supplemental Letter for Agency 305

The General Land Office (305) is committed to making good faith efforts towards increasing economic opportunities for Historically Underutilized Businesses (HUBs). The GLO made the following efforts during FY16.

Outreach

- Hosted or attended a combined total of 76 HUB economic opportunity forums, internal presentations with HUBs, advocacy group meetings, contract "Kick Off" meetings, pre-bid conferences, quarterly meetings with Executive management and HUB Discussion Group events
- Commissioner George P. Bush made opening remarks at the 4th Annual "Marketing for Success" co-sponsored HUB vendor forum April 7, 2016
- Renewed the term of (2) two Mentor-Protégé teams and added a third team
- The GLO increased contract awards to HUBs at the "Doing Business Texas Style" Spot Bid Fair totaling \$25,314, an increase of 214% compared to FY15

HUB Subcontracting

- Additional HUB probability information is provided in all solicitation postings on the Electronic State Business Daily as a separate "HUB Package". This includes a statement that HUB Plans are a requirement of all responses, therefore increasing compliance from the vendor community
- HUB subcontracting during FY16 was \$1,046,366
- Second Tier HUB subcontracting during FY16 was \$713,087

Additional Good Faith Effort

- Although Natural Resources Code exempts the Alamo from all purchasing laws, the HUB Team worked with Alamo staff to include HUB vendors. The Alamos' HUB utilization is 65%.
- Bond issuances include one HUB certified Black-owned firm, Mahomes and Bolden and a California based service disabled veteran business, Academy Securities

Goal Attainment

- Total HUB expenditures during FY15 were \$14,450,044 compared to FY16 which was \$19,619,072, an increase of 35.72%
- The GLO attained 4 out of 5 applicable HUB goals consistent with the agency's missions
- The agency expended 95.57% in the Commodities procurement category for natural gas pipeline distribution costs and pharmaceuticals serving the needs of the veteran nursing homes. One gas distributor is a Federally certified WBE and one is HUB certified

The Other Services category represents large agency expenditures for the operation of (8) eight veteran nursing homes and (4) four veteran cemeteries, post disaster recovery after Hurricanes Ike and Dolly, home building of single family homes, disaster case management, beach re-nourishment projects, and mortgage financing services for the Veteran's Land Board. This information is offered as examples of the progress demonstrating the agency's good faith effort to utilize HUBs given the agency's unique missions.

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